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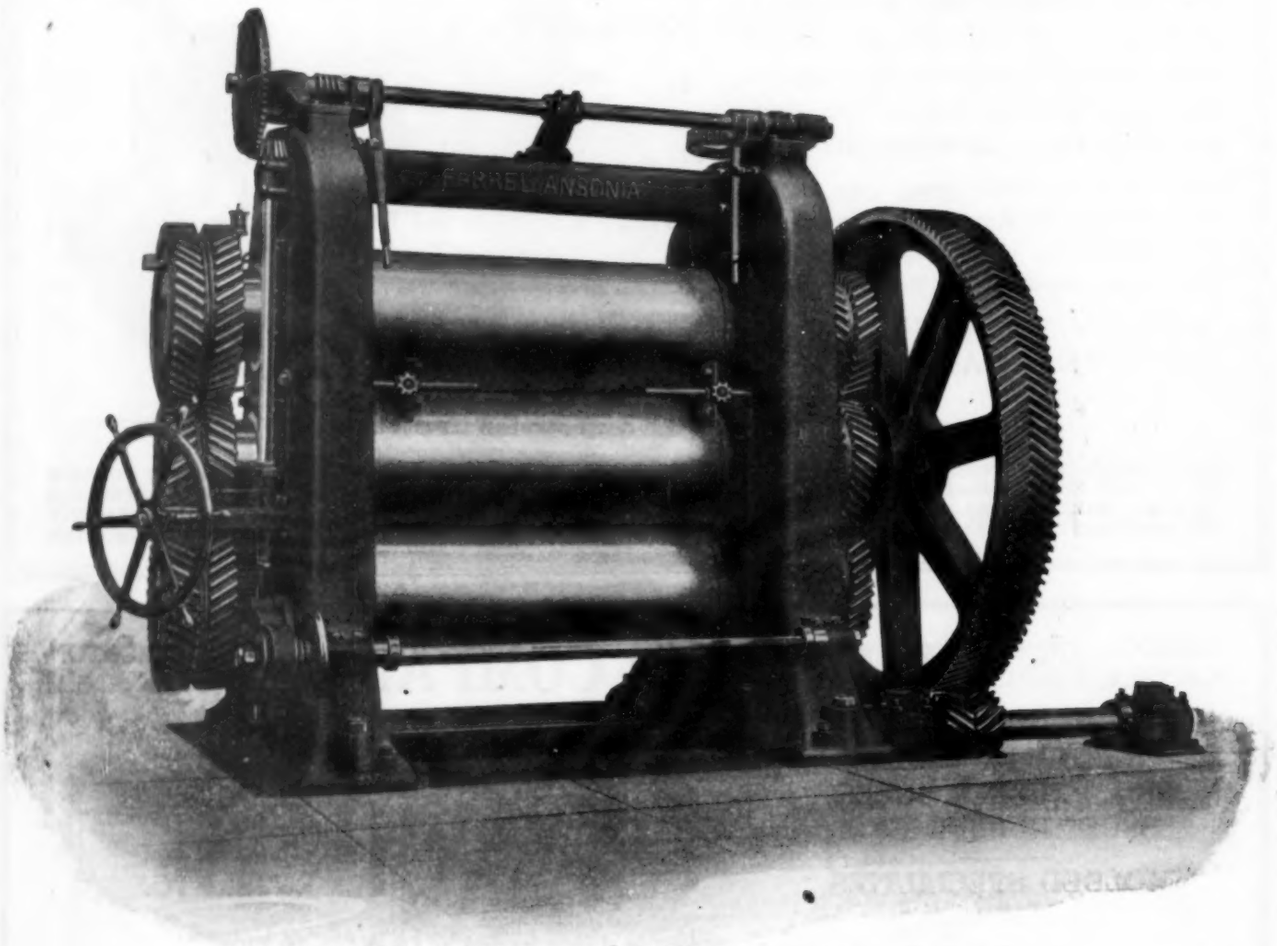

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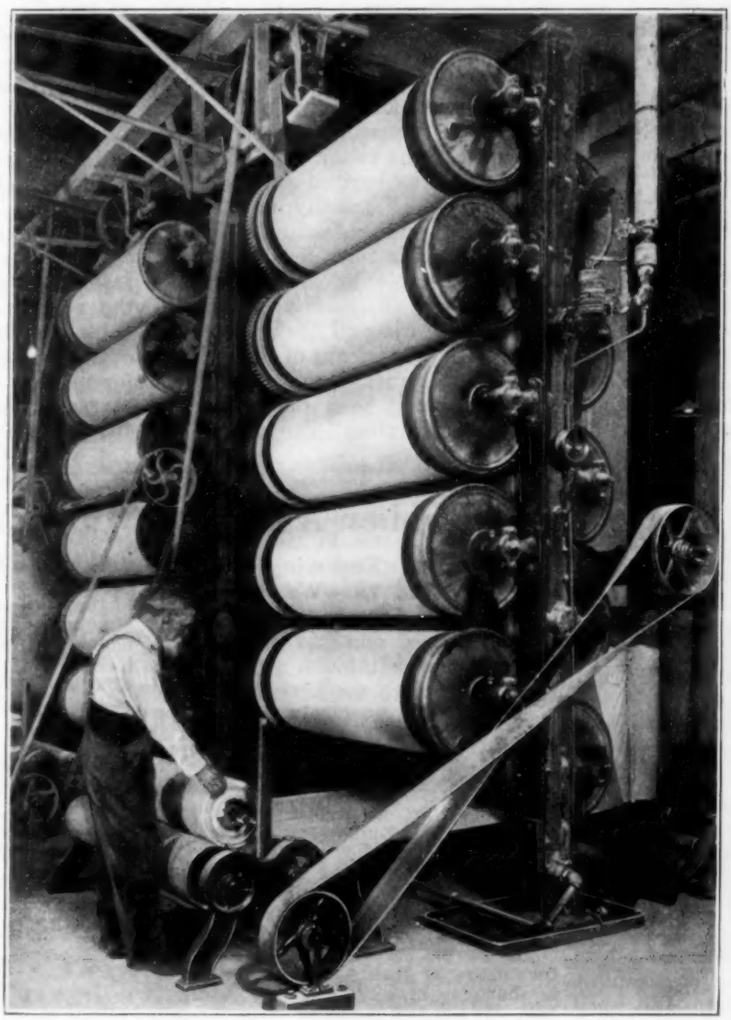
THE RUBBER AGE AND TIRE NEWS

Testing of Rainproof and Waterproof Fabrics

A paper on "The Quantitative Testing of Rainproof and Waterproof Fabrics," by J. Wood, was read by Dr. Martin at a meeting of the Manufacturing Section of the Society of Chemical Industry held recently at Manchester, England.

Dr. Martin said there were a number of waterproofing processes, and the nature of the examination to which the cloth was subjected depended largely on the process of waterproofing to which it had been subjected and the uses for which it was intended. Of the chief processes employed, that which involved the use of aluminum acetate was one of the most common forms for civilian garments. That process rendered the fabric waterproof to a certain extent, but not absolutely so, and garments thus treated were porous and allowed air to diffuse through. In another process the fabric was treated with gelatine, glue, isinglass, casein, and similar proteins, but in this case, also, the articles were usually not absolutely permeable to water. This method and the aluminum acetate process were often combined. Articles treated with paraffin and other waxes, on the contrary, were usually impenetrable to water. Other processes referred to were the rubber process, by which the treated materials were quite impervious to water and air; and the linseed oil process, by which oilskins for sailors were also made impervious to water and air. Finally the ammonium cuprate method—by which the "Willesden" fabrics are waterproofed—was dealt with. The above established processes were quoted to show the very different natures of the materials which the chemist had to deal with when called upon to investigate waterproof cloth.



Drying Fabric in Large American Rubber Factory

Absolutely waterproof articles were uncomfortable to wear, because they did not admit of air diffusion. Hence it came about that most of the so-called waterproofs were intended to admit air and were permeable by water after a certain time. The British War Office "drop" test for the determination of the waterproof value was especially valuable here. It allowed a fairly accurate numerical value of the degree of waterproofing to be obtained, as against the old-time empirical methods. Moreover, it reproduced more or less exactly the actual conditions to which a cloth was subjected in practice. The sheet of cloth to be tested was laid upon a sheet of white blotting-paper, which, in turn rested upon a sheet of plate-glass, supported on a frame at an angle of 45 degrees. The cloth and blotting-paper were fixed by strips of lead about an inch wide. Some distance beneath the plate-glass was a mirror. Water was then dropped from a burette on to the cloth (about five feet below), the flow being regulated to about twenty drops per minute. This was continued until the water passed through the waterproofed cloth and stained the blotting-paper. By viewing the mirror from behind the exact moment of the stain showing itself could be determined, and the number of drops to produce this result noted. There was, said the author, a considerable number of drops required for penetration, but

the average for a set of tests—about twenty trials per half a square foot—was characteristic for any particular cloth. An average of sixty drops—considerably in excess of that usually acceded in civilian garments—was needed to pass the British War Office test. After carrying out the "drop" test, the cloth should also be subjected to the fly test. The cloth should be rinsed several times with cold water, dried, and subjected once more to the "drop" test. A properly waterproofed cloth should not show much variation, although most samples examined showed considerable deterioration. Afterwards the material under examination should be covered with a damp cloth and ironed, and submitted to the "drop" test again.

The estimation of the value of waterproofed cloth was very often based by the trade expert on the "dash" and the "trough" tests, which were described by the authors, and were said to be of little value. They found that opinions based upon these tests were very often quite erroneous, and that in some cases the cloth which was less effectively waterproofed was judged by the experts to be the better cloth of the two. The filter test, though not nearly so good as the "drop" test, was said to be very useful for detecting the presence of pin-holes. The thistle funnel test, a modification of the filter test, gave good results. A 2½-inch sample of cloth, containing no selvedge, was stretched across the mouth of an ordinary thistle funnel, with the face of the cloth towards the inside, and fastened securely round the neck of the tube. The tube was filled with cold water, supported by a clamp above a graduated cylinder, and the amount of water passing through in five and in ten hours was measured. A fabric which allowed no water to pass through in ten hours was considered excellent. A note should also be made of the time which elapsed before the appearance of the first drop on the outer surface.

In estimating the amount of ash in waterproofed cloth a weighed sample was ignited in a porcelain dish until the organic matter had burned away. The residue was weighed and analyzed by the usual methods. For the determination of soluble matter the fabric was weighed and treated with a 3 per cent. solution of HCl for fifteen minutes, in order to decompose any soaps and to dissolve most of the inorganic salts. The fabric was then washed with water, weighed and dried. Any fats or fatty acids remaining in the fabric after the previous treatment are soluble in ether and can be estimated by extracting the sample in a Soxhlet apparatus. The weight and tensile strength of the fabric are estimated in the usual way. In determining the amount of wool, cotton and silk present, the wool is separated from the cotton by boiling with 5 per cent. caustic potash solution for fifteen minutes; 4 per cent. is then added on to the weight of the cotton residue. The difference between this figure and 100 per cent. then represents the wool present. Wool can be separated from silk by immersing the fabric in concentrated HCl for three minutes and treating with an alkaline glycerol-copper solution, whereby the silk dissolves.

In the examination of india-rubber proofing, mineral matter is determined by igniting a sample and weighing the ash. Due corrections are made for the oxidation to sulphates. When antimony sulphide and copper are present they should be estimated in the usual way. Sulphur is estimated as barium sulphate, the oxidation being usually effected by nitric acid and potassium chlorate. Free sulphur is regarded as the sulphur extractable by boiling acetone after about an hour's treatment. After evaporating off the acetone and determining the weight of the residual "acetone extract," the amount of free sulphur is then determined as $BaSO_4$ by oxidation. The acetone extract thus deducted from the weight of the free sulphur, the residue is assumed to be organic matter extracted by boiling acetone. The acetone-extracted rubber is then dried and boiled for eight hours with a solution of alcoholic potash (56 grm. KOH per 500 c.c. alcohol). The solution is poured into a dish, the rubber washed twice with alcohol and boiled two or three times with water. The washings added and the alcohol is distilled off and recovered; the residue is evaporated, washed into a separating funnel, acidified with HCl, and the fatty acids extracted with successive portions of ether. The ether is distilled off and the residue dried to constant weight. The results may be controlled as follows: The rubber residue left after boiling with alcoholic potash is washed free from potash by water, dried to constancy in the water oven, and cooled *in vacuo*. The ash and sulphur in the dried residue is estimated and hence the weight of organic matter in the residue is then calculated. This weight is deducted from the weight of organic matter in the residue after acetone extraction (obtained by deduction of ash and combined sulphur) and from the difference the loss of organic matter by extraction with alcoholic potash per 100 parts of rubber is then calculated.

The Rubber Age Trade Information Exchange

Tire Molding Engraving Machines

Inquiry No. 78.—We are in the market for a machine for engraving and lettering non-skid tire molds. Can you put us in touch with a manufacturer of such machines?

Answer: You can obtain tire mold engraving machines from the George Gorton Machine Company, Racine, Wis., which has supplied machines of this kind to such concerns as Morgan & Wright, Detroit, Mich.; the Hartford Rubber Works, Hartford, Conn.; the Dunlop Rubber Company, Birmingham, England; the Goodyear Tire & Rubber Company, Akron, Ohio; Canadian Consolidated Rubber Company, Limited, Montreal, Canada, and the Fisk Rubber Company, Chicopee Falls, Mass.

The Gorton Machine No. 1-M, is suited for cutting of treads on drums 48 inches in diameter or less, with any width of face. It handles molds or rings for milling on the inside 44 inches diameter and less, and its price today, with a 3 hp. variable speed motor, one cutter head with spindle, on forming guide, one crane with hoist, is $6000 f. o. b., Racine, Wis. We understand these machines can now be delivered in sixty days from receipt of order.

Use of Silica in Rubber Industry

Inquiry No. 79.—Kindly advise us whether or not silica is used in rubber manufacturing, and if so, where it can be purchased.

Answer: Solid rubber tire manufacturers use silica for sand blasting and cleaning the steel bases upon which these tires are built. Some other rubber manufacturers use it as a confounding material in the form of aluminum flake, silicate of aluminum, and also under various trade names. Silica used as a filler is said to increase both the strength and resiliency of rubber. It is one of the hardest commercial minerals and has a tendency to harden. Its wearing qualities are very great.

Silica in its various forms can be obtained from the following concerns: the Katzenbach & Bullock Company, New York City, Trenton, Chicago, Boston, Akron and San Francisco; L. H. Butcher & Company, New York City; Wm. H. Scheel, New York City; the Tamms Silica Company, Chicago, Ill., and the United States Silica Company, Chicago, Ill.

Wants Tire Repair Equipment

Inquiry No. 80.—Please put us in touch with manufacturers of tire repair and vulcanizing outfits. We are going to open a first-class service station; we want a full equipment including tire retreading facilities.

Answer: You can secure the equipment you desire from any one of the following concerns: The Akron Rubber Mold & Machine Co., Akron, Ohio; the F. D. Hibbs Rubber Co., Fort Worth, Tex.; the Biggs Boiler Works Co., Akron, Ohio; Zwebell Brothers, 82 Milwaukee Street, Milwaukee, Wis.; the Williams Foundry & Machine Co., Akron, Ohio; the Wilkinson Vulcanizer Manufacturing Co., San Bernardino, Cal.; the Auto Tire Vulcanizing Co., Lowell, Mass., and Charles E. Miller, Anderson, Ind.

Bowers' Customary and Metric Tables

By George W. Bowers

In the application of the various tables now in existence, difficulty is experienced in obtaining practical results without making numerous complicated calculations. In many cases it is required to use more than one table. To reduce the time and labor connected with such work is one of the principal objects of these tables. In the mechanical branch of the rubber industry especially, those who have occasion to estimate weights and values will no doubt realize the value of the tables after slight examination. One concrete example should suffice. Take the subject of frictioned duck and its bearing upon the cost of hose, belts, etc. The proper specific gravity is not available nor reliable. To obtain the weight per square yard or other superficial is simple and reliable in proportion to the degree of accuracy in which the compound is applied. Examination of the tables will show that a reliable method of obtaining the weight of hose centers and similar cuts of frictioned duck may be realized without recourse to the present expensive method of making a sample first and finding the cost afterward. In export business it is necessary to be well informed regarding metric weights and values; this situation is also provided for in the construction of the tables.

These tables are designed to supplement existing tables by combining several of the standard gauges of measurement now in use in the industries of the world in such a manner that one who is conversant with one gauge can readily obtain values in other gauges.

The arrangement of the tables permit the obtaining of approximate weights of various materials without making the numerous calculations usually required through the use of other tables.

Where the specific gravity of a combination is not available, while the superficial weight is known the tables provide for obtaining weights for both regular and mixed dimensions.

By cross-reading, metric weights can be converted into customary, customary into metric; the relative weights of square meters, square yards and square feet can be obtained; also weights where one dimension is in feet and the other in inches.

The various weights given are based on a cubic foot of material having a specific gravity of 1.00 to weigh approximately 62.42833 lb. This excess over other standard weights is used to retain a true proportion throughout the tables.

The following will show the proportionate excess maintained throughout the tables: 48 sq. ft. ⅛ in. thick equals ½ cu. ft.; ½ cu. ft. of material with a specific gravity of 2.00 will weigh:

Table basis 62.42833 lb.

U. S. air 62.28840 lb.

Excess .13993 lb. or 2¼ oz. light.

In making the various calculations shown in the tables the following standards were used: Circular of the Bureau of Standards, No. 47.

Page 58, 1 kg. equals 2.204622341 avoir. lb.

Page 14, square meter equals 1.195985 sq. yd.

Page 5, 1 cu. decimeter equals 1 liter and 1 liter of water weighs 1 kg.

Page 15, 28.317016 cu. decimeters equals 1 cu. ft.

(Note) 28.317016 times 2.204622341 equals 62.428326104054456.

Authorities vary slightly in the weights given for a cubic foot of water under different conditions.

Circular of the Bureau of Standards, No. 19, page 46.

62 deg. F., 62.2884 lb. air.

62 deg. F., 62.3554 lb. vacuo.

In addition to the above the weight of a cubic foot of water is taken at 62.40 lb. for practical commercial purposes.

To enable one using any or all of the above standards to use the tables the following comparisons and corrections will be found of assistance:

Weights per square foot one one-thousandth of an inch thick—

U. S. Standard air	.00518236 pounds
U. S. Standard vacuo	.00519628 pounds
Commercial	.0052 pounds
Table	.00520236 pounds

Where more refined weights are desired than those given in the tables the following correctors can be used:

For U. S. Standard-air multiply by .99775.

For U. S. Standard-vacuo multiply by .99883.

For Commercial multiply by .99994.

For U. S. Standard-air divide by 1.00224.

For U. S. Standard-vacuo divide by 1.00117.

For Commercial divide by 1.00045.

When the tables are used in connection with rubber compounds, if the specific gravity of the compound is taken in an unvulcanized state the excess shown in the table will disappear when the gravity increases during the process of vulcanization. This increase will vary according to the conditions under which the mass is vulcanized—namely, in open heat, dormant, with or without the use of soapstone or similar envelope; wrapped, dormant, in the case of sheet packing; plated, dormant, in pure gum sheet; moulded, under compression, in valves; plated, under tension, in the case of belt covers.

In addition to the metric gauge, the following standard gauges are shown in the table:

Stubs Iron Wire or Birmingham Wire Gauge.

British Standard "B. G." Gauge 1914 for Iron and Steel Sheets and Hoops.

Brown and Sharpe's or American Wire Gauge.

United States Standard Gauge for Sheet and Plate, Iron and Steel 1893.

For standard gauges not directly shown in the table, additional decimal equivalents have been added thereby making the same convenient for obtaining relative weights in all gauges.

After the tables were calculated, the weights expressed have been reduced to six decimals, retaining sufficient units to enable one to obtain thicknesses not given by the use of combinations or multiples without destroying accuracy. In some instances an error of a part of one may be found which will only affect the weight when one million times the weight given is used.

The various gauges, their decimal equivalents in inches and relative weights have been placed in such arrangement that comparison will be found convenient and the conversion of one gauge into another can readily be accomplished.

The several columns of relative weights provide for conversion of kilos into pounds and pounds into kilos as in other tables; in addition the relative weights per square meter, square yard, and square foot are shown; in addition a column of weights for ten by twelve inches which provides for obtaining weights when mixed dimensions of inches and feet are given.

The base figures shown in the head of the table will assist one in making a calculation where the unit desired is not shown in the body of the tables.

The decimal equivalents for metric gauges, as given in the following tables, are for tenths of millimeters. Moving the decimal point one, two or three points to the right will give the decimal equivalents for decimeters, centimeters and meters, respectively.

Approximate Weights of Sheets—Specific Gravity, 1.00

Stubs Iron or B.W.G.	British Standard 1914	Brown & Sharpe	United States Plate	Fractions of Inch	Milli-meters	Decimal Equivalents in Inches	Pounds 10 x 12 Inches	Pounds Square Foot	Pounds Square Yard	Pounds Square Meter	Kilos Square Meter
							1.000 000	1.200 000	10.800 000	12.916 640	5.858 889
							.833 333	**1.000 000**	9.000 000	10.763 866	4.882 408
							.092 592	.111 111	**1.000 000**	1.195 985	.542 489
							.077 419	.092 903	.836 130	**1.000 000**	.453 592
							.017 068	.204 816	1.843 352	2.204 622	**1.000 000**
						.001	.004 335	.005 202	.046 821	.055 997	.025 400
						.002	.008 670	.010 404	.093 642	.111 995	.050 800
						.003	.013 005	.015 607	.140 463	.167 992	.076 200
						.003 06	.013 266	.015 919	.143 273	.171 352	.077 724
	42	40				.003 14	.013 612	.016 335	.147 018	.175 832	.079 756
						.003 43	.014 870	.017 844	.160 596	.192 071	.087 122
	41	39				.003 53	.015 303	.018 364	.165 279	.197 671	.089 662
	40					.003 86	.016 734	.020 081	.180 730	.216 150	.098 044
		38			.1	.003 937	.017 068	.020 481	.184 335	**220** 462	**.100** 000
						.003 96	.017 167	.020 601	.185 412	.221 750	.100 584
						.004	.017 341	.020 809	.187 284	.223 990	.101 600
36	39					.004 3	.018 641	.022 370	.201 331	.240 789	.109 220
		37				.004 45	.019 292	.023 150	.208 354	.249 188	.113 030
	38					.004 8	.020 809	.024 971	.224 741	.268 788	.121 920
35		36				**.005**	**.021** 676	**.026** 011	.234 106	.279 987	.127 000
	37					.005 4	.023 410	.028 092	.252 834	.302 386	.137 160
		35				.005 61	.024 321	.029 185	.262 667	.314 146	.142 494
						.006	.026 011	.031 214	.280 927	.335 985	.152 400
	36					.006 1	.026 445	.031 734	.285 609	.341 584	.154 940
			38	1-160		.006 25	.027 095	.032 514	.292 632	.349 984	.158 750
		34				.006 3	.027 312	.032 774	.294 973	.352 784	.160 020
						.006 375	.027 637	.033 165	.298 485	.356 984	.161 925
			37	17-2560		.006 640625	.028 789	.034 546	.310 922	.371 858	.168 672
	35					.006 9	.029 913	.035 896	.323 066	.386 382	.175 260
34						.007	.030 347	.036 416	.327 748	.391 982	.177 800
			35	9-1280		.007 03125	.030 482	.036 579	.329 211	.393 732	.178 594
		33				.007 08	.030 693	.036 832	.331 494	.396 462	.179 832
	34					.007 7	.033 381	.040 058	.360 523	.431 180	.195 580
			35	5-640		.007 8125	.033 869	.040 643	.365 **791**	.437 480	.198 437
					.2	.007 874	.034 136	.040 963	.368 670	**.440** 924	**.200** 000
		32				.007 95	.034 465	.041 358	.372 228	.445 180	.201 930
						.008	.034 682	.041 618	.374 569	.447 980	.203 200
33			34	11-1280		.008 59375	.037 256	.044 707	.402 370	.481 228	.218 281
	33					.008 7	.037 717	.045 260	.407 344	.487 178	.220 980
		31				.008 93	.038 714	.046 457	.418 113	.500 057	.226 822
						.009	.039 017	.046 821	.421 391	.503 977	.228 600
32			33	3-320		.009 375	.040 643	.048 772	.438 949	.524 976	.238 125
	32					.009 8	.042 485	.050 983	.458 **884**	.548 775	.248 920
31						**.010**	**.043** 353	**.052** 023	**.468** 212	**.559** 975	.254 000
		30				.010 02	.043 439	.052 127	.469 148	.561 095	.254 508
			32	13-1280		.010 15625	.044 030	.052 836	.475 528	.568 724	.257 969
			31	7-640		.010 9375	.047 417	.056 900	.512 107	.612 472	.277 813
	31					.011	.047 688	.057 225	.515 033	.615 972	.279 400
		29				.011 26	.048 815	.058 578	.527 207	.630 532	.286 004
					.3	.011 811	.051 204	.061 445	.553 005	**.661** 386	**.300** 000
						.12	.052 023	.062 428	.561 854	.671 970	.304 800
30						.012 3	.053 324	.063 989	.575 901	.688 769	.312 420
	30		30	1-80		.012 5	.054 191	.065 029	.585 265	.699 968	.317 500
		28				.012 64	.054 798	.065 757	.591 820	.707 808	.321 056
29						.013	.056 358	.067 630	.608 676	.727 967	.330 200
						.013 9	.060 260	.072 312	.650 815	.778 365	.353 060
	29					.014	.060 694	.072 833	.655 497	.783 965	.355 600
28						.014 0625	.060 965	.073 158	.658 423	.787 465	.357 188
		27	29	9-640		.014 19	.061 517	.073 821	.664 393	.794 604	.360 426
						.015	**.065** 029	**.078** 035	.702 318	.839 962	.381 000
						.015 625	**.067** 779	.081 286	.731 582	.874 961	.396 875
	28		28	**1-64**	.4	.015 748	.068 272	.081 926	.737 341	**.881** 848	**.400** 000
		26				.015 94	.069 104	.082 925	.746 330	.892 600	.404 876
27						.016	.069 364	.083 237	.749 139	.895 960	.406 400
						.017	.073 700	.088 440	.795 961	.951 957	.431 800
						.017 1875	.074 512	.089 415	.804 740	.962 457	.436 563
			27	11-640		.017 45	.075 650	.090 781	.817 030	.977 156	.443 230
	27					.017 9	.077 601	.093 122	.838 100	1.002 355	.454 660
		25				.018	.078 035	.093 642	.842 782	1.007 955	.457 200
26						.018 75	.081 286	.097 544	.877 898	1.049 953	.476 250
			26	3-160		.019	.082 370	.098 844	.889 603	1.063 952	.482 600
						.019 61	.085 015	.102 018	.918 164	1.098 111	.498 094
	26				.5	.019 685	.085 340	.102 408	.921 676	**1.102** 311	**.500** 000
25						**.020**	**.086** 706	**.104** 047	**.936** 424	**1.119** 950	.508 001
		24				.020 1	.087 129	.104 567	.941 107	1.125 550	.510 541
						.021	.091 041	.109 249	.983 246	1.175 947	.533 401
						.021 875	.094 824	.113 801	1.024 214	1.224 945	.555 626
			25	7-320		.022	.095 376	.114 451	1.030 067	1.231 945	.558 801
24						.022 04	.095 550	.114 660	1.031 940	1.234 185	.559 817
	25					.022 57	.097 847	.117 417	1.056 755	1.263 864	.573 279
		23				.023	.099 711	.119 654	1.076 888	1.287 942	.584 201
					.6	.023 622	.102 408	.122 890	1.106 011	**1.322** 773	**.600** 000
						.024	.104 047	.124 856	1.123 709	1.343 940	.609 601
	24					.024 76	.107 342	.128 810	1.159 294	1.386 498	.628 905
23			24	1-40		**.025**	**.108** 382	**.130** 059	1.170 531	1.399 937	.635 001
						.025 35	.109 899	.131 879	1.186 918	1.419 537	.643 891
		22				.026	.112 717	.135 261	1.217 352	1.455 935	.660 401
						.027	.117 053	.140 463	1.264 173	1.511 **933**	.685 801
					.7	.027 559	.119 476	.143 371	1.290 **346**	**1.543** 235	**.700** 000
						.027 82	.120 603	.144 729	1.302 567	1.557 850	.706 629
	23										

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THE RUBBER AGE AND TIRE NEWS

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H. B. SEYMOUR, BUSINESS MANAGER

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SINCE the signing of the armistice on November 11, the industries of the United States have been confronted with conditions which have resulted in conservation in purchases and still greater conservation in manufacture. Just as the declaration of war precipitated a period of hurried reorganization of industry to meet more satisfactorily the needs of our Government and those of our Allies, so has the signing of the armistice brought about fully as great a change with the return of industry to normal productive and distributive conditions. Two industrial crises like these occurring within twenty-two months have naturally resulted in more careful scrutiny of purchases, of contracts, and more care in the assumption of new obligations. Furthermore, economic and financial conservation have been so strongly stressed by Federal propaganda for Liberty Bonds, food and fuel saving, and other measures incident to the war, that no abrupt change in attitude could be expected.

Notwithstanding the general slowing up of business, the rubber industry is rapidly readjusting itself to a peace basis. Special rubber products that were needed for the war and for war work, in most cases, have been found to be well suited for peace requirements, and the rearrangements of machinery in rubber factories have been far less complicated than was the case with many other industries.

Thus, while the ending of the war naturally resulted in a considerable shrinkage in the inventories of rubber manufacturers, there happily is little or no danger of serious financial troubles among rubber companies, unless the Government attempts to exact too large taxes on earning based upon war-inflated inventories. With fair taxation the rubber industry undoubtedly will soon resume complete stability. The present comparatively inactive state of the business will only be temporary and it is not too fond to predict that a long period of prosperity is ahead, in which foreign markets will no doubt play a part of unprecedented importance.

The War Revenue Bill

The Senate and House conferees have made public the compromise draft of the new War Revenue Bill, which is remarkable in that it contains so extensive a rewriting of very large parts of the measure—the total amount of such changes being estimated to run as high as ten to twenty per cent of the actual text of the measure itself.

When the revenue bill was passed by the House it was nominally a measure to raise more than $8,100,000,000, but it would actually have raised about $7,500,000,000 on account of the elapsed time since the beginning of the fiscal year and the reductions of revenues on account of temporary prohibitions.

Treasury experts figure that the revenues from the bill as now drafted for the fiscal year 1919 will be about $6,000,000,000 and $4,000,000,000 thereafter, and that even if the 1919 rates were to prevail for a full year the amount realized would be about the same.

In general the effort has been to adopt compromise provision intended to recognize in some degree the criticisms that have been offered by those whose businesses it was claimed would be seriously injured by the new law. Included in this class are the altered provisions relating to portions of taxpayers' incomes, which lap over from one year to another, the modification of the excess profits tax plan, the changed method of computing income and allowing credits, the alteration in the estate tax and in the application of taxes to insurance companies, the modification of the so-called luxury taxes, and other important features.

The corporation tax for the year 1918, as provided for in the bill as now drafted, is 12 per cent on net income over and above credits allowed, and eight per cent on the same basis for subsequent years.

The war excess profits tax for 1918 varies from 30 per cent of net income above excess profits credit, but not over 20 per cent of invested capital, up to 65 per cent of the amount over 20 per cent by which 80 per cent of the net income in excess of credits exceeds the invested capital. For 1919, the war excess profits tax runs from 20 per cent of the net income above excess profits credit, but not over 20 per cent of invested capital up to 40 per cent of net income in excess of 20 per cent of invested capital. Excess profits will not, however, be more than 30 per cent of net income for 1918 above $3,000 and not over $20,000 plus 80 per cent of net income above $20,000. In 1919, the excess profits tax is not to exceed 20 per cent of net income in excess of $3,000 and not over $20,000, plus 40 per cent of net income in excess of $20,000.

The tax on automobiles and motorcycles has been placed at 5 per cent on the selling price. Automobile trucks and automobile wagons, including tires, accessories and parts therefor sold on or in connection therewith or the sale thereof are taxed 3 per cent. Tires and accessories for automobiles and motorcycles pay 5 per cent. Sporting goods, according to the bill will have to pay 10 per cent. However, the subject of luxury and semi-luxury taxes, it is understood, is to be reopened by separate action and will have the effect of amending the law after it has been passed.

News Notes of the Rubber Trade

Seiberling Speaks at Opening of Firestone's Bank—Goodrich's Big Year—Growth of Rubber Footwear Manufacture in Akron—Casper Smith Visits Akron—Rubber Metropolis as Balloon Center

F. A. Seiberling on Akron's Future

(Special Akron Correspondence)

"In 1919 there will be manufactured in the United States over one billion dollars worth of rubber products and that's pretty close to the steel business," said F. A. Seiberling, president of the Goodyear Tire Rubber Company, in an address delivered at a banquet which marked the opening of the new Firestone Park Trust & Savings bank here.

"This means an expansion of business far beyond our fondest hopes, a business that is as solid as any in this country.

"Rubber is the major industry in Akron. We have invested here in all industries over $250,000,000, real money, no water. We will do in 1919 more than $500,000,000 worth of business, employ 80,000 men and pay $100,000,000 in wages. That is going to make a substantial showing for Ohio and the news ought to warm up your arteries and set your heart blood aglow.

"We are employing 10,000 more men now than when the armistice was signed, we will need 8,000 more before we strike our equilibrium. But we must have better housing conditions and for that we need at once 5,000 more homes. Some of our corporations are taking care of their own. But it isn't enough.

"Whoever, from now on, plays Akron on the 'bear' side will go broke. Once the general business starts it will go on with a tide of prosperity such as she has never known. (Applause.)

"There is talk of labor unrest. It is natural for bankers to take a gloomy view. Men familiar with labor conditions judge better. I don't share in the fear of the menace from the Bolshevist. Fifty-one percent of the people can vote into law their will and I don't believe that 51 percent of the voters of the United States will ever vote for Bolshevism. There is a sober judgment reacuing out over the great mass of people.

"We have expressions of Bolshevism today the same as we have always had them.

"There is some of it in Akron but it is a small part of our population.

"We are in an abnormal situation growing out of the war that has doubled wages. The situation was created by an autocratic power. When the props are withdrawn as to all values it will go back the same as water runs down hill."

"The time is not far distant when the great mass will be lifted up and we will come nearer to the same level as to the distribution of wealth and I am glad that this is so.

"Akron has a larger number of skilled workers than most cities. It has more home owners. The sentiment here is against the system of landlord and tenant and it is my hobby to see every man own his own home.

Akron has always lived on borrowed money. We wouldn't be here today if we hadn't.

"The deposits in all our banks is less than $50,000,000. All the corporations of Akron borrow $100,000,000 a year or twice the deposits of Akron banks.

"We got all the rubber industry we want. We don't need any more. Let those here expand and let's have more diversified industries."

Goodrich Passes Hundred Million

(Special Akron Correspondence)

The B. F. Goodrich Company last year entered the ranks of the few $100,000,000 yearly business corporations of the country. Net sales of the company for 1918 approximated $123,400,000, according to statistics issued by directors at their regular quarterly meeting here in January.

The net profits, after making full provision for all maintenance charges, depreciation, bad and doubtful debts and other items which it was deemed advisable to take out of the years's earnings, amounted to approximately $15,000,000, before making provision for any federal income or excess profits taxes which cannot be determined until the pending war revenue bill has been passed by congress. Officials states that no doubt the surplus will be greatly reduced by the payment of federal taxes.

The net earnings added to the surplus carried over as of December 31, 1917, of $20,177,000, make a total of undivided profits on December 31, 1918 of approximately $30,483,000, after deducting the amount required for the annual retirement of the preferred stock, the four quarterly dividends of 1¾ percent on the preferred and 4 percent on the common stock outstanding.

At the meeting of the directors held today, a dividend of 3½ percent was declared on the preferred stock, 1¾ percent payable on April 1, 1919 to preferred stockholders of record at the close of business March 21, 1919 and 1¾ percent payable on July 1, 1919, to preferred stockholders of record at the close of business, June 20, 1919.

A quarterly dividend of 1 percent was declared on the common stock, payable on May 5, 1919, to the common stockholders of record at the close of business, May 5, 1919.

The directors voted, subject to the approval of the stockholders at their annual meeting, March 12, 1919, to retire 9,000 shares of the preferred stock prior to July 1, 1919. This makes a total retirement of 54,000 shares, covering the charter provisions for retirement of preferred stock up to July 1, 1919.

Akron an Aeronautic Center

(Special Akron Correspondence)

Akron is to become the center of army and navy balloon and dirigible schools, if present plans of the departments at Washington go through. The navy has had an aviation field in operation at Wingfoot lake, near here, througout the duration of the war. Now the army is going to establish a dirigible school at the same place.

Colonel William N. Hensley and Major Clarence H. Maranville are here making the preliminary survey. Colonel Hensley will report to his surperiors at Washington and an early decision is expected.

The army is outlining an extensive program for lighter-than-air craft. It has six dirigibles, and will conduct extensive experiments. The result of these experiments is expected to prove a great aid in the development of the dirigible for passenger and freight carrying purposes.

Incidentally any development of dirigible ses will be reflected in Akron rubber factories where huge balloon and dirgible department were maintained during the war.

Firestone Boot and Shoe Production

The footwear sales business of the Firestone Tire & Rubber Company, Akron, Ohio, is rapidly increasing. Despite its comparative youth, this branch of the Firestone production, which was started a year and a half ago, has already attained major proportions. The selling force has recently been augmented by the acquisition of fourteen new men. In their interests a convention was held during the weeks of December 30 and January 6, the principal feature of which was a training school in which every man was thoroughly grounded in the principles and policies of his work. The first selling force as constituted in the fall of 1917 has been almost quadrupled.

Spacious quarters have been assigned to boot and shoes production. The manufacturing divisions now occupy six wings, exclusively, and the original footwear making force of twenty employes has grown to seven hundred. The general offices of this division are housed for the present on the second floor of the new adjunct to the Firestone factories, which is the largest of the buildings, and is known as Plant No. 2. Thirty thousand square feet have been set aside, and in addition to the offices, the warehouse, packing room and other units have been installed here. Indications are that the facilities thus provided will soon be outgrown.

The company reports a generally increasing demand for the items on its footwear list. Sales for 1917 totaled $715,000, as compared with $2,216,000 for 1918. The manufacture of light footwear was begun in May of last year, and the present output of 2500 pairs a day promises soon to be doubled. The addition of several new lines denotes a still further growth. All of these favorable aspects are reflected in the issue of a handsome new catalogue devoted solely to the interests of the boot and shoe department.

Casper Smith in Akron

Casper Smith, director of sales of the New York office of the Katzenbach & Bullock Company, has been in Akron, Ohio, for the past two weeks working in conjunction with the H. J. Adams Company, Second National Building, Akron, who are now representing the Katzenbach & Bullock Company in the State of Ohio. Mr. Smith reports business in the rubber industry better than it has been for the past few months.

Case Recovering from Pneumonia

C. C. Case, formerly president of the United States Rubber Company of California, and now associated with Elisha S. Williams in the conduct of the Mechanical Division of the United States Rubber Company System, New York City, has been seriously ill with pneumonia. He passed the crisis safely last week, however, and is said to be recovering.

Simplified Export Application Form

A new and more simple export license application, known as Form X-A, has been placed in use by the War Trade Board for applying for export licenses to ship to any country, in place of Form X, used heretofore.

With this new form it will no longer be necessary to use supplementary information sheet X-119 for shipments to Denmark, Holland, Norway or Sweden.

General to Increase Capital

(Special Akron Correspondence)

The General Tire & Rubber Company, Akron, Ohio, has been granted permission by the Secretary of State of Ohio to increase its capital from $1,000,000 to $2,500,000.

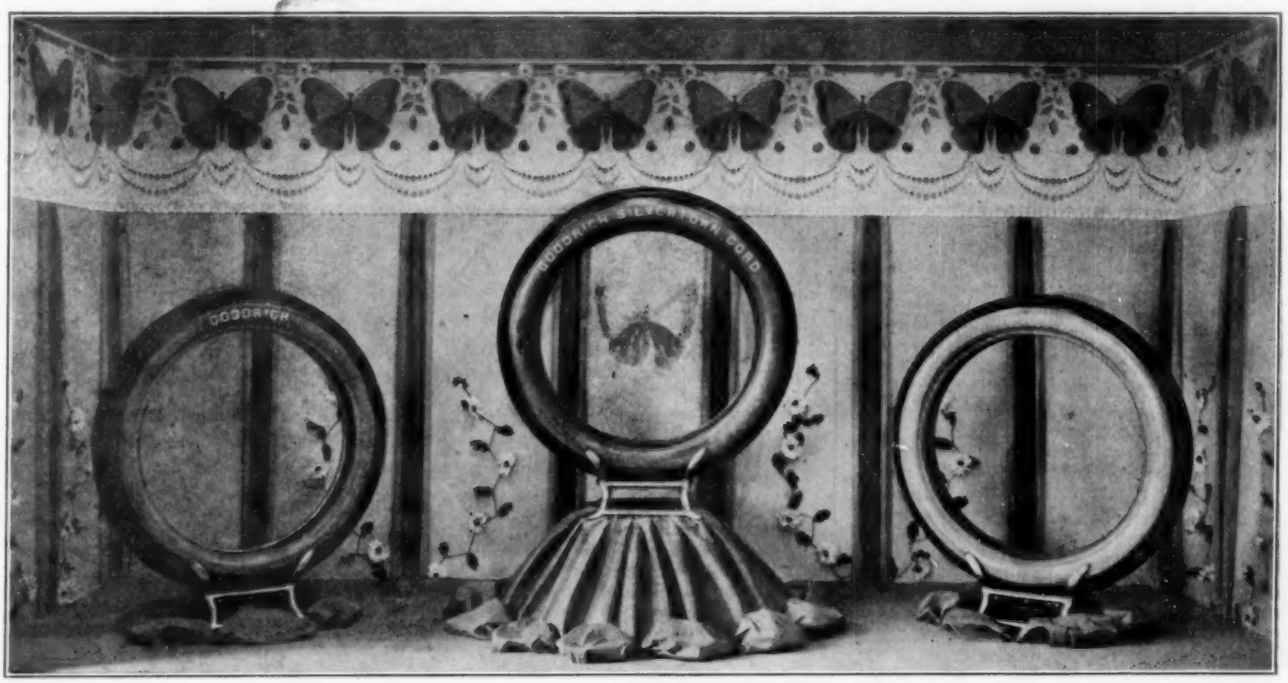
TIRE NEWS

The Show Window—Its Value to the Tire Dealer

By H. O. Nadler and T. M. Armstrong

"I haven't time to dress my windows."—When a certain tire dealer uttered these words he was admitting that he did not have the time to sell his merchandise. Window displays sell goods. A good window display is a silent salesman; on duty day and night. It has been said many times by various authorities on display advertising that the show windows should pay the rent of a store. This is true not only of the small dealer but the larger concerns as well. Several large tire manufacturers, maintaining spacious retail salesrooms in New York City at a rental that runs into five figures annually, consider their show windows the most important part of the premises. One of the large tire concerns is reputed to spend over $10,000 per year on displays for its five windows. These facts should not fail to impress upon the mind of the average tire dealer the necessity of giving his windows much attention.

The show window, whether it contains an attractive display or a jumbled mass of dust-covered merchandise, will always advertise a store. It reflects the character of the place and its proprietor, so it should be kept clean, bright and attractive. It is not necessary to spend large sums of money to do this. Many simple yet atttractive displays can be worked up at small cost if the dealer or one of his clerks will devote a little time to the show window, which is one of the strongest selling forces of his business. It is the intention of the authors to lay before the readers of THE RUBBER AGE AND TIRE NEWS a series of suggestions and directions for the erection of a number of trade-pulling tire displays. This series will be illustrated by photos and sketches.



AN ATTRACTIVE SPRING WINDOW DISPLAY MADE AT SMALL COST

Necessity of Background

To obtain the fullest possible advertising value from any window, it must be provided with a good substantial background. Without a background the eye will travel through the window to other things and the value of the display will be lost. A window that is ten feet square should have a background running up to a point level with the top of the glass front. If the window has no background, one may be easily constructed from composition board or some similar material. A very good background can be made in the form of a hinged screen in three parts of panels. The advantage of a screen for a background is that it may be moved at will and a coat of paint will always give it a new, fresh appearance. Several of the large tire manufacturers supply their dealers with suitable screens and furnish a new set of lithographed art panels every month or so. If the ceiling of the store is very high, a roof over the window, extending from the glass front to the top of the background, will help to keep the dust out of the window and will give the window a finished appearance.

A tire in one window differs very little from the tire in a competitor's window across the street. It is up to the dealer to make his window different, and the easiest way to do this is with the aid of an attractive setting, the most important part of which is the background. The window must create a desire to buy. It must carry across to the passerby a suggestion or story that will awake the desire to buy and draw him into the store.

Every window display must be properly lighted. This does not mean an ex-

cessive quantity of light, but a maximum of light from the fewest possible lamps. It should always be borne in mind that the object is not to light the sidewalk in front of the store, nor the ceiling of the window. The light must be thrown on the merchandise displayed. For the

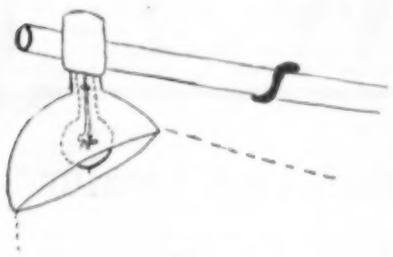


Fig. 1

average window the right-angle reflector is the most desirable. This gives a light distribution of about 90 degrees. (See Fig. 1.) This reflector illuminates the display evenly without wasting light on the ceiling or sidewalk. Fig. 2 shows the projection of light given by these reflectors, which are made either of metal with a nickel-plated reflecting surface, or of glass with a genuine silver-plated reflector surface. The latter, although costing a little more than the metal type, increases the intensity of the light, which will more than repay the slight difference in price of the shades. The lamp best suited to the average window is the 100-watt improved type C tungsten-mazda. Lamps of 100-watt size should not be spaced farther apart than 2 feet. This would mean four or five lamps for a window 10 feet wide, although three 150-watt lamps would be sufficient. It should always be made a point to clean the lamps and reflectors every time a change is made in the window display. A dusty reflector will detract about 25 per cent of the brilliancy of the light.

A curtain of valance should extend down about 12 inches to conceal the lighting fixtures, as shown in Fig. 2.

Seasonableness in Display

As far as practicable all displays should be made seasonable. If the dealer is decorating his window in January, a background showing an auto skidding on the icy pavement would be very appropriate. Displaying a non-skid tire with such a setting would carry across to the public in a very vivid manner the advantage of a non-skid tire for winter driving. If the dealer carries a line of accessories, a good display of tire chains and other winter necessities would not fail to stimulate his sales in these articles. The numerous holidays also give the dealer an opportunity to inject a seasonable touch into his windows.

For background and floor work, crêpe paper will be found to be the easiest decorative material with which to work, and also about the cheapest material obtainable. If handled properly some very effective decorations may be made with crêpe. Before attemtping the use of crêpe paper, however, every merchant should familiarize himself with the few rules for the proper handling of crêpe paper.

How to Handle Crepe Paper

The rough side of crêpe paper is the right side, that is, the side which should be uppermost. If the rough side cannot be ascertained by feeling the paper, this can be done by holding it to the light. The dull-finished side is the one which should be used. When tacking crêpe paper fold the end over four or five times. This gives enough body to hold and the paper will not tear. Don't be afraid to stretch crêpe paper taut when using it. Usually, a roll can be stretched four or five inches to advantage. If this is done, the paper will not sag in damp weather. Tautness also insures neatness for the window and that is of prime importance. Don't be afraid to handle crêpe paper—it's tough. To make a "Tube"—use a piece of paper six inches wide, and from six to eighteen inches short of the distance to be covered. Fold one end of the strip until the two edges come together. Tack this folded end in place. Then fold the other end in the same way and stretch the whole strip until it fits. Then tack down second end.

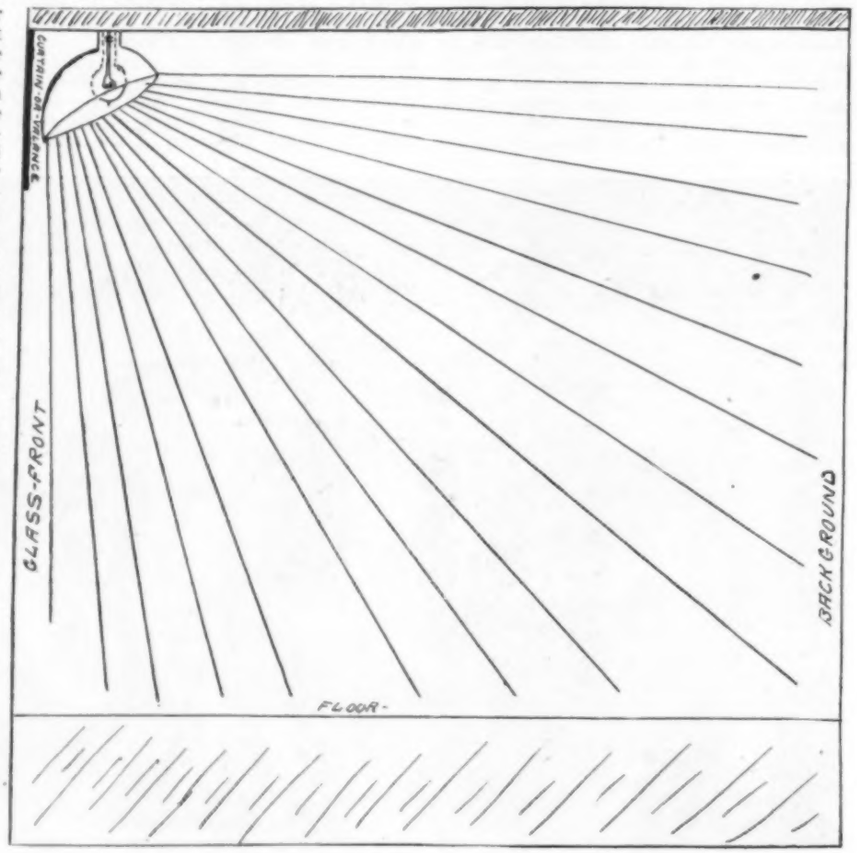


Fig. 2. Window Illumination with Right-Angle Reflector

Don't crease the folds. Always try to take the stretch uniformly out of all paper used in a display. It will give your window a more finished appearance. When you want to produce "puffing" effects, cut the paper into three parts and tack it down every few inches, allowing the paper to puff between the tacks.

Spring Display

With the spring now approaching, the dealer should brighten up his windows and put in displays that will breathe a welcome of spring. A good spring display, worked up at very little expense, is shown on first page of this article. If there is no background in your window nail two strips of lumber across the back of your window on which to tack the butterfly border paper. Nail the lower strip about four or five feet from the floor. The entire background, from the lower strip of lumber to the floor, in this display was pink. The paper was folded before tacking to prevent it from tearing where tacked. The tubing dividing the pink background into panels consisted of a large orange tube with small blue ones on each side. A fold of blue paper was cut into four widths to make the blue tubing. A fold of orange paper was cut into three widths to make the orange tubing. The butterfly paper was tacked so it would overlap top of pink background, as shown in picture. The bottom of the butterfly paper was crimped. Daisy vines were then pinned to the background, as shown in picture. A floor of blue paper was then laid. A platform about ten inches high was built in center of window. Orange crêpe paper was tacked on top of platform and then drawn down to floor in folds and tacked. Clean three tires, preferably 34 x 4½ inch size, with gasoline and if tread of tires is of black rubber give a coat of black shoe paste and polish with brush. Paint letters in side with water color. A fold of orange crepe paper was cut in half and puffed around tires as shown in picture. A butterfly was pasted on cardboard, cut out and hung in center of elevatd tire.

For this window, which was about eight feet long and four feet deep, the following was used. Two folds butterfly paper, No. 351; five folds light blush pink paper No. 31; five folds azure blue paper No. 51½; six folds dark amber paper No. 63. The paper used was Dennison crepe.

For the dealer who already has a established display department and who

FIG. 3.

wants a more elaborate display, the setting shown in Fig 3, can be worked out at a moderate expense, with the aid of a local sign painter. The three panels are cut from composition board. In front of these panels are placed blocks. Place a tire in front of the large panel and two tubes (in cartons) in front of the two smaller panels. The background is a curtain of sateen. Fasten a spray of artificial flowers on the curtain above the smaller panels. Across the top of the larger panel have a sign painter inscribed the make or brand of the tire you are displaying. This display can be worked out in any number of color schemes. If used in spring light colors should predominate.

Happenings of Interest to Tire Men

Firestone Secures J. R. Weddell as Advertising Manager—G. W. Henne Resigns from Mansfield Vice-Presidency and Managership—Firestone Steel Products Enlarges Sales Force

J. R. Weddell Firestone Ad Manager

Justin R. Weddell has just assumed the duties of advertising manager of the Firestone Tire & Rubber Company, Akron, Ohio, according to a statement issued by the Firestone organization. Mr. Weddell comes from the Corday & Gross Company, Cleveland, Ohio, of which he was sales manager. His wide acquaintance with national advertisers dates from his entry into the business over ten years ago in one of the large advertising agencies in Chicago. After serving an apprenticeship in that field he entered the organization of the Barnes-Crosby Engraving Co. of Chicago. His record led to his appointment a year later as branch manager of the Cleveland office of the company. This led to his establishing a business of his own, the Weddell-Schmidt Co. of Cleveland.

As an outcome of this development, Mr. Weddell and a large part of his organization were taken over by the Corday & Gross Co. in what amounted virtually to an amalgamation of the two concerns. He was shortly appointed sales manager, which post he has held for the last three years. This connection with a company of national scope has brought him into close and intimate touch with the leading advertisers of the country.

Mr. Weddell is a graduate of New Mexico State College and Denison University. He is a member of many Cleveland organizations. He will make his home in Akron.

G. W. Henne Resigns from Mansfield

George W. Henne has resigned his position as vice-president and general manager of the Mansfield Tire & Rubber Company, Mansfield, Ohio, with which he has been associated for the past seven years, and for the success of which he is to be given much credit. The Mansfield is only one of Mr. Henne's various interests and the reason given for his resignation is his conclusion that the Mansfield is growing so rapidly that it will require being managed by one who can give it his undivided attention.

G. W. Stephens, sales manager of the Mansfield Tire & Rubber Company, has been made successor to Mr. Henne, through whose efforts he associated himself with the company as a stockholder. Mr. Stephens has been in the rubber industry since 1903, having previously been associated with some of the larger rubber companies.

It is stated that Mr. Henne will retain all of his interests in the Mansfield and will continue as a member of the Board of Directors.

Standard-Four to Enlarge Plant

The Standard-Four Tire Co., Keokuk, Iowa, is planning to build a 2-story, 20 x 50-ft. addition to its plant. J. L. Brady, architect, Fourth and Blondeau Streets, Keokuk, is in charge of the work.

Firestone Steel Products Enlarges Force

The sales organization of the Firestone Steel Products Co., Akron, Ohio, manufacturers of solid and pneumatic tire rims, bases for solid tires and S.A.E. bands, has been increased and made more efficient by the addition of three men prominent in the tire industry.

A. D. Droeger assumes the position of manufacturers' representative, in which capacity his duties will carry him throughout the entire country. Mr. Droeger has been a special representative of the United States Government, assigned between Washington and Chicago, upon rubber requirements for trucks, aeroplanes, balloons, submarines and other war products.

C. W. Flick will cover Eastern territory. He brings to his new connection the advantages of training received as assistant sales manager of the Mason Tire & Rubber Co., Kent, Ohio. He also served for some time as assistant manager of pneumatic tire sales with the B. F. Goodrich Co., Akron, Ohio.

J. C. Bailey becomes Western representative. Having a broad acquaintance with various manufacturing lines, his experience has been derived principally from his activities as city salesman and branch manager in Akron, Buffalo and elsewhere. Mr. Bailey comes also from the Mason Tire & Rubber Co.

Overland Tire Awards Contract

The Overland Tire & Rubber Co., 1019 W. O. W. Building, Omaha, Neb., has awarded the contract for a 2-story, 80 x 100-ft. factory to be erected at Thirtieth and Taylor Streets, Omaha.

Personal Notes of the Tire Trade

Firestone Makes Studebaker District Manager and Jones Branch Manager—R. J. Firestone Resigns—Barney Oldfield Forms Tire Company—Kelly Promotes Switzer, Bell and Others—Gormully Is Promoted

Studebaker Now a District Manager

C. D. Studebaker, one of the oldest in experience and best known men in the tire trade, has been appointed New York district manager for the Firestone Tire & Rubber Company, Akron, Ohio. Mr. Studebaker is a Kentuckian by birth, born in Ashland, and has been in the rubber business since 1906. He went with the New York branch of the Firestone in 1913, advancing since through the grades of salesman, office manager and branch manager to his present position of district manager.

Mr. Studebaker's successor as branch manager is E. P. Jones, also born in Ashland, Ky. The positions held by Jones since joining Firestone are: Salesman, Philadelphia branch; Brooklyn branch manager, Newark branch manager and now New York and Brooklyn branch manager.

C. D. STUDEBAKER

Automobile Kills Harry E. Elliot

(*Special Akron Correspondence*)

Harry E. Elliot, Western representative of the Mason Tire & Rubber Co., Kent, Ohio, was killed in an accident at Los Angeles, Cal., Jan. 11. He was well known in rubber circles, having formerly been with the Portage Rubber Co., Barberton, Ohio, as manager of its Philadelphia branch.

E. P. JONES

R. J. Firestone Resigns

R. J. Firestone, brother of Harvey S. Firestone, founder and president of the Firestone Tire and Rubber Company, Akron, Ohio, has resigned from his position of vice-president and director of sales of the Firestone company and disposed of his interests in the concern.

R. J. Firestone, who was recently married, has been Government representative of the Firestone Tire and Rubber Company and had his headquarters in the Colorado Building, Washington, D. C.

Barney Oldfield in Tire Business

Barney Oldfield, the prominent veteran automobile race driver, soon is to have ready for the market the Oldfield tire, which will be manufactured in a plant in Cleveland, Ohio, according to a report from that city. Mr. Oldfield has announced his permanent retirement from racing. His company is capitalized at $500,000, subscribed to by Cleveland, Chicago and Detroit money interests. The tires are now being built in Akron, though a plant in Cleveland has been arranged for. Barney Oldfield has appeared in automobile racing contests for seventeen years.

Travis, Owen Sales Manager

O. L. Travis has been made sales manager of the Owen Tire and Rubber Company, Bedford, Ohio, manufacturers of solid rubber motor truck tires. Mr. Travis has been identified with the sales end of the tire industry for several years and has traveled the entire country in his work, developing a wide acquaintance with dealers.

New "General" District Managers

A. M. Whaley, formerly Southern district manager for the Kelly-Springfield Tire Co., New York City, has been appointed Southern sales manager for the General Tire & Rubber Co., Akron, Ohio, and will maintain headquarters at Atlanta, Ga.

Thomas L. Moore, appointed Southwestern district manager for the General Tire & Rubber Co., will have headquarters at Dallas, Tex.

Gormully Ajax Export Manager

A. P. Gormully, who since the signing of the armistice has been organizing an export development department under the sales department of the Ajax Rubber Company, New York City, has been put in full charge of the Ajax export business. Mr. Gormully was formerly foreign sales manager of Gormully & Jeffrey, Chicago, Ill.

Kelly-Springfield Promotions

Otis R. Cook, general sales manager of the Kelly-Springfield Tire Company, New York City, since 1914, and also a director, has been advanced to a vice-presidency, evidencing both the efficient service that the growth of the business indicates and also the need for readjustment of a rapidly expanding industrial property. Maurice Switzer, who, as advertising manager, has played an important part in creating the present demand for Kelly-Springfield tires, also has been given a vice-presidency.

Coincident with these advancements, there has been a realignment of distributing personnel, whereby W. H. Bell, who has been district manager, with headquarters in Chicago, looking after the district of Illinois, Wisconsin and Iowa, has been transferred to the general sales department, where he has been appointed manager of the motor truck tire division. He is succeeded in Chicago by H. H. Grobe, former manager of the Baltimore branch, while Capt. S. P. Landers, just out of the service, in turn succeeds Grobe at Baltimore. The end of the war has also released two other Kelly-Springfield men. Capt. John Baldwin, Washington representative prior to entering the Army, goes to the general sales office in charge of business connected with manufacturers and corporations in connection with the motor tire division. H. B. Joseph, formerly assistant advertising manager, returns as manager of outdoor display.

Lee Anderson Joins McManus

Lee Anderson, for four years close to the growth of the Hupp Motor Car Corporation, Detroit, Mich., of which he was successively supervisor of wholesale branches, sales manager and general manager, has left manufacturing to devote his talents to problems of a purely merchandising nature. He has become associated with Theodore F. McManus, Inc., Detroit, Mich., which handles a number of large automobile and rubber companies accounts.

Troesch Joins American Rubber

F. C. H. Troesch, formerly in the export department of the Firestone Tire & Rubber Company, Akron, Ohio, has joined the American Rubber & Tire Company, Akron, Ohio, as export manager. The American company has been devoting attention to export fields for a number of years and with Mr. Troesch expects to materially expand this department of its business.

Hernandez Leaves Carlisle Cord

Ray Hernandez has severed his connection with the Carlisle Cord Tire Company, Andover, Mass., for which he was in charge of the Chicago territory. Mr. Hernandez, who is well known in tire circles in the Middle West, expects to continue his activity in that field.

Rosenberg Keystone Ad Manager

Louis Rosenberg, for many years prominent in advertising circles, has accepted the position of manager of advertising and sales for the Keystone Tire and Rubber Company, New York City. Mr. Rosenberg will make his headquarters in the Keystone Building, 1877 Broadway, New York.

Toronto Plant to Be Enlarged

The Gutta Percha & Rubber Co., Toronto, Ontario, Canada, plans to build a $5,000 addition to its plant.

Miscellaneous Items of Interest

Sale of Rebuilt Tires as New Ones—Pneumatics' Efficiency on Trucks—Everwear Acquires Factory—Road Transport Program—Loxon Lamp Guard—Motor Shows in England—McNaull Enlarges Quarters

Selling Rebuilt Tires as New

The Federal Trade Commission has issued formal complaint against E. P. Jones and S. A. Paul and four concerns alleged to be operated by them in New York City, charging attempts to "deceive and mislead the public" in selling off remade old automobile tires as new tires.

The concerns, the Commission says it has reason to believe, purchase old and discarded automobile tires, cause them to be repaired and coated with a thin coating of rubber or composition of similar appearance, thus removing the name or brand of the original maker, and restamp them with new names or brands with the purpose of misleading and deceiving purchasers into believing the tires are new tires.

The Commission points out that "it is the common belief and impression among dealers and consumers and the purchasing public generally that automobile tires having the appearance of, and sold as new and unused tires, are manufactured from new and unused material. The concerns, it is charged, have "at all times" concealed and wholly failed to disclose that their tires are remade.

In addition, the complaint charged false representations in advertising, put out by the concerns that their tires were guaranteed to run 4000 miles, when "they well knew that said tires have been worn and discarded before being coated with the thin film of rubber or composition."

The concerns and individuals named were cited to appear before the Commission in Washington, March 11th.

Efficiency of Pneumatics on Trucks

To decide for itself the relative merits of pneumatic cord and solid tires for trucks in its particular service, a furniture company in Cleveland, Ohio, conducted a six months' comparative test in operation costs. Two trucks were used, identical in make and size, one equipped with pneumatics in front and solids in rear, and the other equipped all around with pneumatics.

At the end of the six months' period, the all-pneumatic truck had travelled 6,000 miles, or 25 per cent farther than the other, which had covered but 4,800 miles. Repairs on the pneumatic-tired truck amounted to $63.09 as compared to repairs on the solid-tired truck amounting to $129, effecting a saving of $66.46. The gasoline saving approximated $197.47, the solid-tired truck using 1,812 gallons in 4,800 miles, and the pneumatic-tired truck using but 1,320 gallons while running 6,000 miles.

The truck on solids used 504 quarts of oil, exactly 144 more than the other truck, thus adding to the credit of the pneumatics the sum of $55.18. The company's books further showed that the driver of the pneumatic tired truck saved his employed $161.50 in wages in traversing 25 per cent more ground than the other truck in the same period.

The entire test showed that the pneumatic cord tires on the rear wheels, costing $30, paid for themselves and yielded a profit of $264.61. According to the Goodyear Tire & Rubber Company, Akron, Ohio, which furnished the tires, the amount already gained by no means represents the total profit, since the pneumatics may be reasonably expected to travel four times the distance they have already gone.

"General" Tire Stockholders Meeting

A meeting of the stockholders of the General Tire & Rubber Co., Akron, Ohio, was held at the offices of the company recently.

Action of the Board of Directors to increase the capital stock from $1,000,000 to $2,500,000 was approved by the stockholders.

W. O'Neil, vice-president and general manager, stated, "Sales for 1918 were $3,000,000, an increase of 125 per cent over the previous year. We anticipate doubling this volume in 1919, to reach $6,000,000 net sales."

A special stockholders' meeting was held Jan. 30 and voted to increase the capitalization. The additional capital will be used for new buildings and machinery to greatly increase production.

The stockholders elected the following directors: M. O'Neil, W. O'Neil, T. F. O'Neil, W. E. Fouse, G. F. Burkhardt, W. L. Beckley and J. A. Diebolt.

The following officers were re-elected: M. O'Neil, president; W. O'Neil, vice-president; W. E. Fouse, secretary, and Chas. Herberich, treasurer.

Highways Transport Program

John S. Cravens, chairman of the Highways Transport Committee, Council of National Defense, has issued a statement outlining the post-war program of the committee. Proposed activities include: Legislation affecting highway transport, such as uniform state traffic laws and police traffic regulations; stimulation of food production in cooperation with the Bureau of Markets and other agencies interested in the distribution of food; a survey of facilities available for highways transportation and city marketing facilities; transportation facilities for soldier farms, embracing state or national movements to open up large tracts of lands as yet unproductive; transportation facilities for developing resources other than agricultural; cooperation with railroads and waterways, taking in feeder extensions; coordination of highways transport to facilitate collection and delivery of freight and express for rail and electric lines; standardization of methods of shipping by highways transport; placing of returned soldiers experienced in motor transport work; and activity of state committees in highway development.

"It is our best judgement," says Mr. Cravens, "that the suggestions enumerated above would mean a great deal if carried out and, now that there will be a great now of highways transport throughout the nation, the commerce of the country could be greatly benefited if this "new tool," as Secretary Redfield calls it, could be used for the greatest good."

Everwear Buys Plant

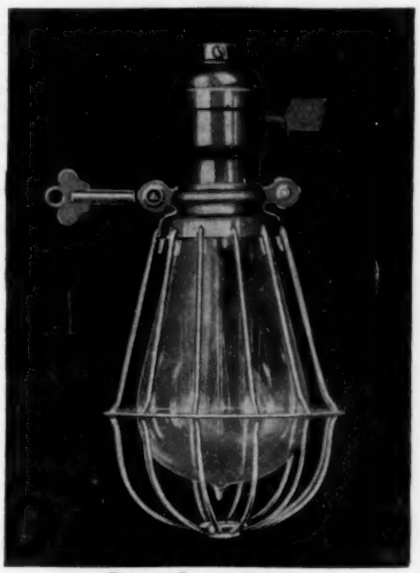
The Everwear Rubber Company, Milwaukee, Wis., organized recently with a capital stock of $200,000 to manufacture a patent semi-pneumatic inner tire, has purchased the plant of the Petley Rubber Manufacturing Company, 241-247 Oregon Street, Milwaukee, which has previously been devoted to the manufacture of bumpers, mechanical rubber goods and specialties. The Everwear Rubber Company will continue the manufacture of these lines as a department of its business.

A Lamp Conservation Device

The larger rubber manufacturers have long recognized the practical economy of protecting incandescent lamps with many guards, but the advent and rapidly increasing use of tungsten and Mazda lamps and the pressing demand for conservation in all materials and equipment as a result of war conditions, make lamp protection even more necessary, if not imperative.

Two expensive elements of loss confront the lamp user. His problem is to protect his bulbs against both of them. To stop breakage he must use a guard; to stop theft he must use a lock.

A guard fastened in place with wire or



LOXON LAMP GUARD

with a set screw cannot stop the thief; nor can an ordinary patent socket stop lamp breakage.

Probably the most successful and most widely used protection against the two elements of lamp loss, breakage and theft, is the "Loxon" lamp guard, which is made by the McGill Manufacturing Co., Valparaiso, Ind.

This device, which locks the lamp into its socket with a key, performs the double service of preventing theft as well as breakage, and also reduces fire danger from hot or broken lamps to a minimum.

The Loxon is made in a great variety of types and sizes, some of which are specially designed for use in cement rooms and other departments of rubber factories where vapor-proof lamps are desirable in guarding against fire danger.

McNaull in Larger Quarters

The sales and executive offices of the McNaull Tire Co., Toledo, Ohio, have been removed from the Ohio Building to the tenth floor of the Nicholas Building in that city. The new location provides space much larger and better adapted to the company's needs.

England Planning Motor Shows

One week from the announcement of the armistice terms, the automobile trade of Great Britain decided on a program of shows for 1919, and the first post-war exhibition will be held in November of this year at the Olympia, London, under the auspices of the Society of Motor Manufacturers and Traders.

MARKETS

Manufactured Rubber Goods

NEW YORK, Feb. 7, 1919.

The past fortnight has been slightly more quiet than the preceding ones. Wholesale orders are not quite up to the level of this time last year, but buying for immediate needs is fairly good. Some manufacturers are reported to have but little business booked, while others have a good volume. Prices are holding firm, and distributors and retailers are gradually getting the viewpoint of the manufacturers and their representatives, which is the conviction that, generally speaking, prices will hold their present high level for months to come. None of the factories have an excess of manufactured goods on hand and present manufacturing costs are still high. Under these conditions there is not likely to be any early disposition to sell at concessions. Well-informed merchants and manufacturers do not believe there will be any reduction in wages this year. One of the larger manufacturers has stated that when the armistice was signed, November 11, he had raw material on hand and on order for at least twelve months' requirements.

There are reports of a marked disposition among some wholesalers to demand price guarantees; but manufacturers are declining to make any such agreements, not that they expect immediate or material declines, but because it would establish a bad precedent. However, it is believed that some manufacturers have given price guarantees for spring deliveries.

Another tone is struck by manufacturers, who predict increasing rather than decreasing production costs. In any event, there can be no material decrease in values until wages are readjusted and the large stocks of high-priced raw materials worked off.

MECHANICALS

The work of reorganizing industry throughout the country to a peace basis is going on rapidly and the demand for mechanical rubber goods is fair. A large amount of construction work has been released by the railroads and public utilities, and from all indications the demand for mechanicals such as are used in undertakings of this nature will be very good.

Garden hose has not yet started to move in quantities, but some orders are being placed with jobbers by the retail trade. Manufacturers expect a good season and are ready to start making prompt deliveries now. The following prices are quoted from jobbers' stocks: Garden cotton hose—Merit, ⅝ in., 13c. Rubber hose—Leader, ½ in., 11½c.; ⅝ in., 12¼c.; Good luck, ⅝ in., 14½c.; Milo, ⅝ inc., 15c.; Bulldog (seven ply), ⅝ in., 18½c.; Olympia (wire bound), ⅝ in., 13¾c. per foot. Add ½c. per foot if ordering in 25-ft. lengths.

TIRES

The mild weather has contributed to the retail sale of tires, as many users are still driving cars that under normal weather conditions would long have been placed in storage. Further, the present condition of roads is very hard on tires and adds greatly to their consumption.

The present indications are that there will practically be no dead season for tires this year, for within not more than ninety days the passenger car trade should again be in full swing, and a big volume of business is predicted.

However, jobbing houses and even tire manufacturer agents report rather quiet business. Retailers are refraining from buying for spring delivery in the belief that prices cannot go higher and may possibly go lower.

Nevertheless, it does not appear to be possible for any reductions in tire prices to occur before the beginning of the second half of the year.

DRUGGISTS' SUNDRIES

Trade in the wholesale end of the druggists' sundries business is fair, and jobbers and dealers appear to be accepting the manufacturers' viewpoint that there can be no early decline in values. Many manufacturers are still far behind on filling orders and none have any excess of stocks of merchandise.

Cotton, Yarn and Fabrics

NEW YORK, February 7, 1919.

The market has been in an extremely unsettled condition since the last report, a combination of factors sending the market first down, and then up. The unsettled condition of labor and industrial affairs has upset the market some and caused a somewhat pessimistic feeling, but the easing off of freight rates, amounting to a cut of 66 2/3 per cent, lent just the opposite feeling to the market. There were sharp rallies in cotton following the news of the freight rate cuts, the bearish sentiment finding itself unable to withstand the strong feeling caused by this action on the part of British and American shipping interests. The bearish faction had its inning, however, in the news of unsettled labor both here and abroad, so the market was still in a very unsettled condition with the various factors conflicting, on the first of this month.

The firm demands of organized labor for a 48-hour week have led many to the belief that a large tie-up of the textile industry was in sight, with the result of a heavy slump in cotton consumption. When this general strike was averted, however, early this month, the market recovered somewhat and is in a firmer position now. Increased low grade discounts are reported, showing that holders of the low grade stock are desirous of clearing their supplies in the shortest time possible. Growers and holders of the high-grade staple, on the other hand, are not displaying the least anxiety to dispose of their crop, and many of the Southern growers have announced their intention of holding their old-crop cotton and planting a reduced acreage this spring. Owing to the low prices cotton has been bringing recently, the sentiment for reduced acreage has spread so throughout the South that it is now almost general.

Belgium and northern France have both been credited with large purchases of cotton during the past few weeks, Belgium having placed orders for more than 50,000 bales, according to reports circulated on the local Cotton Exchange. These purchases are about evenly divided between the Northern and Southern markets. The export buying movement is not expected to develop much force, however, while present economic conditions continue, and the future of the market is in much doubt.

SEA ISLAND COTTON

Holders of Sea Island cotton are still inclined to hold on to their last crop until buyers come around to their views as to prices, and to date comparatively little of the new crop has been moved. The holdings of last year's crop, which were mostly concentrated in warehouses in ports, are about cleaned up, the owners having realized prices equal to prices paid for the new crop. Holders are still asking for between 70 and 80 cents per pound, first cost interior points, for their crop, and outside of a few sales in instances where growers are forced to realize on their holdings to meet current expenses, there have been no sales reported by the Savannah brokers.

EGYPTIAN COTTON

The situation in the market for Egyptian cotton still remains somewhat clouded, and no shipments from Egypt have been reported up to the time of writing. However, as freight rates and conditions have improved considerably during the past few months, it is believed that imports of the Egyptian staple may be resumed within a short time.

FABRICS

The belief seems current in all well-informed manufacturing and export quarters that the first phase of readjustment has been passed, and that a period of activity is in store for fabrics manufacturers and handlers as soon as labor disputes and other uncertainties have been satisfactorily settled. Signs that the ultimate consumer is finding prices more to his liking are beginning to come in, and although dealing is still restricted to a small scale of the normal volume, conditions are more promising. The Government is still selling its holdings in small lots from time to time.

TIRE FABRICS

There is a firm tone to the market for tire fabrics, and no changes in prices have been reported. Prices are nominal however, in view of the unsettled conditions in the yarn markets, and the shortage in the supply of Sea Island and Egyptian

yarns. The labor situation is also causing some anxiety. Some spinners have announced their intention of systematically shortening the working hours of their day forces, and laying off their night shifts altogether, as the result of the small demand for their product.

HOSE AND BELTING FABRICS

Trading in the market for hose and belting fabrics continues quiet, and supplies of the needed goods are still hard to obtain, due to the Government demands for webbing, etc. However, the Government is beginning to cut down its purchases of canvas, webbing, and other goods. Demand is picking up a bit, but consumers appear well-stocked up on some of their lines, and are able to fill the small orders now coming in with their present holdings.

DRILLS, SHEETINGS AND OSNABURGS

The market continues in a heavy slump, and prices are lower all through the market. Sellers are willing to make any concessions in reason in many instances to get business, but it appears that the lower their prices go, the less inclination to purchase dealers manifest. Some careful buyers, confident that the market has gone as low as it will possibly go, are doing a little buying at the present time, to cover their requirements before the turn in the market, but this condition is not general. About the only interest in the cotton fabric industry recording quantity business are denim manufacturers, and sellers who have rearranged their prices. A few sales of brown sheetings to buyers from the Far East have been reported.

BURLAPS

The market is showing a little weakness, and quotations have been slightly lowered in both India and the United States. Business is reported as dull in the three Eastern market centers, New York, Boston and Philadelphia, practically no new business being hooked. Importers say that there is very little stock ordered for shipment from Calcutta before April 1. Some of the big bag manufacturers of the Middle West are reported to be inquiring in the market for burlaps, but no orders from this source have been booked yet, and buyers are said to be waiting for lower prices before doing anything.

TIRE FABRICS

17¼-ounce Sea Island, combed,	sq. yd.	1.55@1.60
17¼-ounce Egyptian, combed		1.25@....
17¼-ounce Egyptian, carded		1.35@....
17¼-ounce Peelers, carded		1.00@....
17¼-ounce Peelers, combed		1.10@1.15

DUCKS

Single Filling (pound basis)	lb.	Nominal
Double Filling (pound basis)		Nominal

DRILLS

37-inch	2.35-yard	yd.	.21
37-inch	2.75-yard		.19½
37-inch	3.00-yard		.18¼
37-inch	3.25-yard		.16
37-inch	3.50-yard		.15
37-inch	3.95-yard		.13
37-inch	2.00-yard Southern	lb.	.75
38-inch	2.00-yard Northern		—
40-inch	2.40-yard Southern		60.94
40-inch	2.40-yard Northern		60.94
52-inch	1.90-yard Southern		61.79
52-inch	1.90-yard Northern		61.79

SHEETINGS

40-inch	2-35 yard	yd.	.17
40-inch	2.50-yard		.16½
40-inch	2.85-yard		.16
40-inch	3.00-yard		.15
40-inch	3.25-yard		.14½
40-inch	3.75-yard		.14
40-inch	3.60-yard		.14¾
40-inch	4.25-yard		.12

Note.—In view of the unsettled conditions prevailing in the market at the present time, the prices quoted above are more or less nominal, and are not guaranteed.

BURLAPS
(Carload lots)

			Per Yard.
7	-ounce	40-inch	7.50@ 7.75
7½	-ounce	40-inch	7.85@.....
7½	-ounce	45-inch	9.35@.....
8	-ounce	36-inch	8.00@ 8.25
8	-ounce	40-inch	....@.....
8	-ounce	45-inch	9.35@.....
10	-ounce	36-inch	11.75@.....
10	-ounce	45-inch	13.50@.....
10½	-ounce	40-inch	12.00@12.25
10	-ounce	40-inch	11.75@12.00

CHINA CLAY

The demand for China clay is fair, and there have been some liberal imports recently, which has resulted in a fall in prices for the imported article. Good quality of imported China clay is offering at $18 and from this the price runs up to $25. Demand for domestic is quiet, and the quotation nominally from $15 to $20 a ton.

LAMPS AND CARBON BLACK

The market for blacks cannot be described as an active one but there is a firm undertone to it and producers feel that the export demand is going to be big. Lampblack is quoted at 15 @ 45 cents; while carbon gas black is quoted at 16 to 40 cents. Mineral blacks are still quoted at $35 @ 45 a ton.

ZINC OXIDE

There has been little change in the zinc oxide situation since our last report. Consumers continue to show the same disposition to hold back that is shown in other lines and producers are reluctant about trying to force business by price cutting. The following are sellers quotations: French process, red seal, 12 @ 12½ cents; green seal, 12½ @ 12¾ cents; white seal, 13 @ 13¼ cents.

The New Jersey Zinc Company, on December 14, announced a reduction in prices on its brands of Zinc Oxide and Lithopone, used by the rubber trade. The new price list, which became effective immediately, and which applies on contracts for the first quarter of 1919, follows:

	Carload.	Less Carload.
AMERICAN PROCESS ("Horse Head" Brands)		
Special	10½c.	10¾c.
XX	10c.	10¼c.
FRENCH PROCESS (Florence Brands)		
White Seal Zinc Oxide	13c.	13¼c.
Green Seal Zinc Oxide	12½c.	12¾c.
Red Seal Zinc Oxide	12c.	12¼c.
Lithopone	7¾c.	8c.

Above prices apply only when packed in barrels. When packed in bags the price is one-eighth of a cent per pound

LITHARGE

The market for litharge, like that for other pigments is very quiet, and there has been no change in quotations since our last report.

LITHOPHONE

The demand for lithophone has improved and it is predicted that in view of the fact that orders have not been placed as early as usual means than there will be unusually heavy buying later on. Stocks are said to be small.

Chemicals and Compounding Materials

NEW YORK, Feb. 7, 1919.

The market for chemicals and compounding materials has continued rather uninteresting in its general condition during the past fortnight. There is a fairly active demand for certain items, but the inquiries are largely confined to small quantities, trading still being of the hand-to-mouth order. There are no indications of material declines in prices, though price cutting is resulting from the amount of many items on spot, which is far greater than was the case last year.

The release of Government contract goods and the sudden stoppage in military requirements after a period of unnatural stimulation are responsible for the unusually large surplus of many materials.

SOLVENT NAPHTHA

Consumers do not appear to be particularly interested in offerings of solvent naphtha at the prevailing prices, though some offers of lower prices have been reported, without confirmation by actual transactions. The belief is general among consumers that price revisions are about to take place and they are, consequently, holding off their purchases. Quotations are on a basis of 20 @ 25 cents per gallon, with the bulk of the business being done at the lower figure.

BENZOL

There has been no change in the benzol market, which remains quiet. There being even less than a routine demand it is believed that quotable prices could be shaded, though the absence of trading makes it impossible to confirm this opinion. Quotations are on a basis of 22 @ 27 cents per gallon, but these figures are more or less nominal.

CAUSTIC SODA

There are very considerable spot quantities of this material and these are all out of proportion with the demand, which nevertheless is good. This situation results in much competition to sell and consequent price cutting. A large sale was made last week at $2.90 per hundredweight for the 76 @ 78 per cent solid material. The ground material is changing hands at $3.75 per hundredweight.

TALC

There is no change in the talc market to report. It has not been possible to import enough foreign or export enough American talc to alter the situation. Domestic talc is still being quoted at $20 to $40 a ton.

WHITING

The whiting market continues steady and unchanged. The demand is not very active, but there is little whiting on hand, which accounts for the firm prices. Commercial in carload lots is quoted at $1.25 per hundredweight; English cliffstone at $1.75 @ $2.75, while American Paris white is quoted at $1.50 @ $1.75.

Prices Current for Chemicals, Fillers, Colors, etc.

Acetone	lb.	.20	@	.20¼
Accelerator, in drums	lb.	.85	@	1.00
Acids, Acetic, 56%	cwt.	6.50	@	6.75
Carbolic, C. P.	lb.	*.20	@	.30
*Cresylic, 95%	gal.	1.00	@	1.15
Muriatic, 20 deg.	lb.	1.90	@	2.20
Muriatic, 22 deg.	cwt.	2.45	@	2.65
Nitric, 42 deg.	cwt.	8.50	@	8.75
Nitric, 40 deg.	cwt.	7.75	@	8.00
Sulphuric, 60 deg.	ton	16.00	@	22.00
Tartaric, crystals.	lb.	.81	@	.86
Aluminum Flake	ton	29.00	@	31.00
Aniline oil, bulk basis	lb	.26	@	.28
Antimony, metal spot	lb.	7.25	@	7.50
Oxide	lb.	15.00	@	16.00
Sulphuret, red	lb.	.25	@	.26
Sulphuret, golden	lb.	.28	@	.30
Sulphuret, crimson	lb.	.45	@	.47
Asbestos	ton	35.00	@	45.00
Asphaltum, Egyptian	lb.	.20	@	.25
Domestic	ton	22.00	@	30.00
Barium sulphate, technical	lb.	.04½	@	.05
Sulphide	lb.	.07¼	@	.07½
Barytes, prime white imported	ton	*40.00	@	45.00
white, domestic	ton	32.00	@	34.00
off color, domestic	ton	22.00	@	24.00
Benzol, pure, bulk	gal.	.22	@	.27

Beta-naphtol, sublimed..lb.	.75	@	.80
unsublimed .....lb.	.55	@	.60
Blacks, Drop.....lb.	.06½	@	.15
Ivory .....lb.	.16	@	.30
Carbon, gas, cases.lb.	.16	@	.40
Lampblack, R. M..lb.	.15	@	.45
Mineral blacks...ton	35.00	@	45.00
Blues, Prussian .....lb.	*1.10	@	1.15
Soluble .....lb.	.93	@	1.03
Ultramarine .....lb.	.12	@	.50
Browns,			
Umber, Turkey, burnt, powdered .....lb.	.05½	@	.07
American, burnt...lb.	.03½	@	.04
Cadmium sulphide, yellow.lb.	2.00	@	2.25
Carbon, bisulphide, bulk..lb.	.08	@	.08½
tetrachloride, drums.lb.	.16	@	.18
Caustic Soda, 76@78%..lb.	3.15	@	3.40
Chalk, precipitated, extra light .....lb.	.05¼	@	.05½
light .....lb.	.05	@	.05¼
heavy .....lb.	.04	@	.04¼
China clay, domestic...ton	15.00	@	20.00
imported .....ton	*18.00	@	25.00
Fossil flour .....lb.	.03¾	@	.05
Gilsonite .....ton	50.00	@	55.00
Glue, extra white.....lb.	.36	@	.45
medium .....lb.	.31	@	.35
low grade .....lb.	.20	@	.25
Glycerine, C. P. (drums).lb.	.20	@	.21
Graphite, flake (bbl.)....lb.	.18	@	.20
powdered (bbl.)..lb.	.13	@	.15
Green, chrome, R. M....lb.	.14	@	.20
Ground glass (fine).....lb.	.03½	@	.04
Hexamethylene .....lb.	1.05	@	1.10
Infusorial earth, powd'd.ton	60.00	@	—
bolted .....ton	70.00	@	—
Iron oxide, red, reduced grades .....lb.	.07	@	.08
red, pure, bright..lb.	.15	@	.20
Lead, red, dry (casks)..lb.	.11¼	@	.11½
sublimed .....lb.	.09¾	@	.09¾
white, basic carb.lb.	.09	@	.09½
white, basic sulp.lb.	.08¼	@	.08½
Lime flour .....lb.	.01¾	@	.02
Litharge (casks) .....lb.	.09¾	@	.10½
English .....lb.	*.12	@	.13
Lithopone, domestic ....lb.	.07¾	@	.08¼
Magnesia, carbonate.....lb.	.16	@	.17
calcined, heavy...lb.	.12	@	.14
calcined light.....lb.	.70	@	.75
Magnesite, calcined, pwd.ton	50.00	@	65.00
Mica, powdered .....lb.	.04¾	@	.05
Mineral rubber (asphaltum base)....ton	80.00	@	115.00
Naphtha, motor gasoline, (steel bbls.)..gal.	.20	@	.25
68 @ 70 degrees (steel bbls.)...gal.	.30½	@	—
70 @ 72 degrees (steel bbls.)...gal.	.31½	@	—
73 @ 76 degrees (steel bbls.)...gal.	.33½	@	—
machine (wood bbls.)gal.	.41½	@	—
Oil corn, crude.....cwt.	17.50	@	17.75
corn, refined.....cwt.	21.47	@	21.67
linseed (bbls.) ...gal.	1.48	@	1.56
palm, Lagos .....lb.	*.22	@	.40
pine, yellow.....gal.	.57	@	.59
rapeseed, refined...gal.	1.60	@	1.80
rapeseed, blown...gal.	1.70	@	1.85
rosin, first rectified.gal.	.77	@	.82
tar (commercial)..gal.	.35	@	.36
Orange mineral, American.lb.	.13¼	@	.14¼
imported .....lb.	*.15	@	.20
Paraphenylenediamine ..lb.	3.50	@	4.00
Petrolatum, bbls., amber.lb.	.06	@	.07
pale yellow .....lb.	.06½	@	.07½
Pine tar kiln.....bbl.	13.00	@	—
Pitch .....bbl.	8.00	@	8.25
Plaster of paris.....bbl.	2.00	@	3.00
Red, Tuscan .....lb.	.22	@	.30
Indian (reduced).lb.	.08	@	.10
Standard .....lb.	.12	@	.16
Rosin (common to good) @ 280 lbs. .....bbl.	14.10	@	...
Rotten stone, powdered..lb.	.02½	@	.04½
Rubber, substitute, black..lb.	.12	@	.17
white .....lb.	.15	@	.24
brown .....lb.	.20	@	.25
Shellac, fine orange.....lb.	.64	@	.67
T. N. .....lb.	.55	@	.56
Bleached ordinary...lb.	.56	@	.57
Bleached bonedry...lb.	.66	@	.67
Silex (silica) .....ton	22.00	@	40.00
Soapstone, powdered....ton	15.00	@	25.00
Starch, corn, powdered...lb.	4.12	@	4.34
Sulphur, crude .....ton	*50.00	@	...
pounds .....in bbls.	3.20	@	4.25
roll .....lb.	3.20	@	3.65
commercial superfine..	2.50	@	3.00
Talc, American .....ton	20.00	@	40.00
French .....ton	*30.00	@	35.00
Toluol, pure, in drums..gal.	.25	@	.35
Tripolite earth.....ton	60.00	@	70.00
Turpentine, pure gum— spirits .....gal.	.73	@	.74
wood .....gal.	.59	@	.60
Venice, artificial.gal.	.13	@	.14
Vermilion, English.....lb.	2.00	@	2.10
Wax, beeswax, crude yel.lb.	.42	@	.42½
ceresin, white....lb.	.18	@	.25
carnauba, No. 3..lb.	.62	@	.63
Montan .....lb.	*.35	@	.36
ozokerite, black...lb.	*.60	@	.61
ozokerite, green...lb.	*.80	@	.90
Wax, Paraffin, refined, 118 120 M. P. (bbls.).lb.	.09¾	@	.10
Paraffin, 123/125 M. P. .....lb.	.10½	@	.11
Wax, Paraffin, 128/130 M.P. .....lb.	.12¾	@	.16
133/136 M.P.....lb.	.15¼	@	.15¾
Crude, 120/122 M.P..lb.	.10	@	.10¼
124/126 M.P.....lb.	.10¼	@	.10½
Whiting, commercial...cwt.	1.25	@	—
Alba .....cwt.	1.25	@	—
Paris, white, American .....cwt.	1.50	@	1.75
English cliffstone..cwt.	1.75	@	2.75
Yellow chrome .....lb.	.28	@	.29
Zinc oxide, States Brand...	.10	@	—
horsehead brand ...lb.	†.10	@	.10¼
selected .....lb.	†.10½	@	.10¾
"XX red" .....lb.	†.10	@	.10¼
French process, green seal .....lb.	†.12½	@	.12¾
red seal .....lb.	†.12	@	.12½
white seal .....lb.	†.13	@	.13½
substitutes .....ton.	35.00	@	40.00
sulphide, pure.....lb	*.06	@	.07

* Nominal. † Contract prices.

Crude Rubber

NEW YORK, Feb. 7, 1919.

Renewed activity is manifesting itself in this crude rubber market. Buying that is being done by both manufacturers and dealers is largely confined to plantations to arrive. Spot rubber is scarce. Some business is also being done in shipment rubber, but information regarding these transactions is lacking.

Cable reports from Singapore show a strong and higher market there at 26d, which is equal to about 51½ cents for ribbed smoked sheet and 53½ cents for first later pale crêpe.

There is no change in quotations on the small quantities of spot rubber available, but for arrivals this market is higher, 55½ cents being asked for ribbed smoked sheets for February-March, 54½ cents for April, 53½ for May and 52½ for June. First latex holds at about half a cent above these figures.

Paras are firm, but quiet, except caucho ball, for which there is considerable demand. The market on the latter is around 35½ cents for spot and 34 cents afloat.

Para—Up-river fine	58½	@	....
Up-river medium	55	@	....
Up-river coarse	34	@	35
Caucho ball	35½	@	....
Islands fine	49	@	....
Islands coarse	22¾	@	....
Camera	23	@	....
Madeira fine	56	@	....
Ceylons—Smoked sheets, ribbed	57	@	....
Smoked sheets, plain.....	55	@	....
First latex pale crepe.....	58	@	....
Amber crepe	57	@	....
Clean brown crepe.....	55	@	....
Centrals—Corinto prime	37	@	39
Esmeralda, prime	37	@	39
Mexican scrap	35	@	....
Balata sheets	90	@	....
Balata, block Panama.....	75	@	....
Guayule	35	@	46
Africans—Rio Nunez string—			
Massai, red	55	@	....

Scrap Rubber

NEW YORK, Feb. 7, 1919.

No developments of note have occurred in the scrap rubber market within the past fortnight. The general uncertainty of business is retarding transactions in scrap rubber, according to dealers in this material. The interest of reclaimers is only superficial. Quotations are about the same as at the time of our last report.

There have been no changes in the tires for which the demand appears to be at a standstill.

Inner tubes are virtually unchanged.

Boots and shoes.....	7.75	@	8.00
Arctics, trimmed	6.00	@	6.25
Arctics, untrimmed	5.00	@	5.25
Tires—Automobile	4.00	@	4.50
Bicycles, pneumatic	4.00	@	4.50
Mixed hose	1.25	@	1.50
Air brake	4.25	@	4.50
Inner tubes, No. 1.....	20.00	@	21.00
Inner tubes, No. 2.....	20.00	@	21.00

Goodyear's Foreign Trade Organization

Now that international trade conditions are becoming more stabilized, many of our big American manufacturers are putting into effect their plans for expansion on world-wide lines, some of which are reaching out for their first foreign business and others that are simply resuming their export activities after a full or partial suspension during the war period.

The Goodyear Tire and Rubber Company, Akron, Ohio, among others, is greatly expanding its export department preparatory to its resumption of business in many parts of the world, where shipments could not be made on account of war conditions. This company has organized its export activities along broad lines and has called into this service some of the ablest men in its employ.

C. L. Diers, formerly manager of the ndianapolis district, has been made manager of the European division of the export department. This division covers all Goodyear activities in Europe, Asiatic Russia and the northern coast of Africa.

C. H. Williams, formerly manager of the Chicago branch, has been appointed manager of the Far Eastern division, which covers the Philippines, China, Japan, Java, Siam, India and Eastern Russia.

A. G. Cameron, who for several years has been branch manager at St. Louis, becomes manager of the Australasian division, with territory embracing Australia, New Zealand and South Africa.

Executive administration of all the expanded Goodyear export organization will, of course, be handled from the head offices at Akron, Ohio, where the men just appointed to these important posts will be located. However, they will periodically cover their respective territories in person to further familiarize themselves with merchandising conditions here.

Restrictions Off Egyptian Cotton

The War Trade Board has removed all restrictions on the importation of Egyptian cotton, except as to the relations with the Textile Alliance, Inc., but it is still too soon to estimate its effect on tire manufacture. In fact, since the restrictions are off, none of the raw Egyptian cotton has had time to come into the country. During the past year, however, while the regulations were in effect, only about 50 per cent of the usual amount of 100,000 bales of Egyptian cotton came into this country. Of that amount the Government took about three-fourths of its own needs, leaving only 25 per cent for the manufacturers. As a result, tire makers were forced to manufacture with domestic cotton,, which did not prove as satisfactory as the imported.

Licenses will now be granted freely for the importation of cotton of all grades from any country when the applications are otherwise in order. As the importation of Egyptian cotton is largly a question of steamship space, even with the restrictions off, the amount brought into this country will depend on the amount of shipping space available.

Goodyear Promotes Cameron

A. G. Cameron, manager of the St. Louis, Mo., branch of the Goodyear Tire & Rubber Company, Akron, Ohio, has been promoted to charge of the Australasian trade of that company and will spend several months each year in the South Seas. P. D. Winnings, assistant manager at St. Louis, is in charge pending a permanent appointment.